# **Transition** Management Analytics Focused. Performance Driven.

A post-transition analysis from BlackRock for

## **Alabama Trust Fund**

MSCI EAFE Rebalance - ATF

29-Oct-14



#### **Executive Summary**

#### **Overview**

BlackRock was hired by the Alabama Trust Fund (ATF) to rebalance its active global portfolio into 4 new active managers; Artisan Partners, Invesco, Lazard, and TS&W.

On October 7, 2014 the two legacy managers were terminated. On October 10, legacy assets were transferred into a transition account at BNY Mellon and BlackRock took over portfolio management responsibilities. Next, the 4 target managers provided BlackRock with wishlists for the target strategy in order to develop the trade solution.

#### Trading

BlackRock began by setting aside approximately 29% worth of securities from the legacy portfolio that overlapped with the target portfolios. These securities were set aside and not traded. A currency hedge was executed at the benchmark point on October 13. This trade moved currency exposures towards target weights at the inception of the transition. The required equity trading began on October 14 and was completed on October 19. BlackRock rebalanced the portfolio using agency trading via external crossing and open market trades.

#### Final Allocation

The final allocation to target managers (using 10/17 prices) is as follows:

*As of 10/17	ATF (\$)	ATF (%)
Artisan	99,098,009	23.8%
Invesco	99,098,009	23.8%
Lazard	109,002,269	26.2%
TSW	108,769,424	26.1%
Total	415,967,710	100.0%

#### <u>Performance</u>

The potential overall cost of the transition, as measured by implementation shortfall, was estimated to fall between -43 basis points and -12 basis points (1 standard deviation). The actual implementation shortfall was -38 basis points of the legacy asset value, which fell inside of the 1 standard deviation estimate.

### **Summary Timeline of Main Events**

<u>Date</u>	<u>Event</u>
7-Oct-14	The two legacy managers were terminated
10-Oct-14	BlackRock received the certified asset list from BNY Mellon and began managing the transition account
13-Oct-14	Currency hedge executed
14-Oct-14	Equity market trading began
19-Oct-14	Last day of market trading
21-Oct-14	Assets transferred to target manager accounts
22-Oct-14	First day of management for new managers
13-Oct-14 14-Oct-14 19-Oct-14 21-Oct-14	Currency hedge executed Equity market trading began Last day of market trading Assets transferred to target manager accounts

BlackRock managed the four dimensions of risk throughout the transition as follows:

#### **Exposure Risk**

What is it: Also known as investment risk, this is risk associated with undesirable market exposure, including factors that can have a negative effect on the value of the portfolio

#### How BlackRock addressed it

- Traded in a dollar neutral manner to ensure market exposure throughout the transition period
- Executed a currency hedge at the benchmark point to reduce currency exposure risk
- Managed market exposure around the global trading clock throughout the transition period
- Managed risk around market holidays during trading period

#### **Execution Risk**

What is it: Risk of using inadequate trading venues, especially for illiquid asset classes

#### How BlackRock addressed it:

- · All transactions executed as agent and as fiduciary
- Crossed a portion of the security trades via external crossing venues
- Used multiple counterparties and venues to complete the required equity trades. Real time trade management provided through the regional BlackRock trading hubs (Hong Kong, London, San Francisco)
- · Completed the required currency trades using a competitive bidding process across a pool of 20 brokers
- Utilized various underlying brokers and liquidity sources

#### **Process Risk**

What is it: Risk that costs are incurred due to communication gaps and unchecked assumptions

#### How BlackRock addressed it:

- Held conference calls with Callan Associates, BNY Mellon, and ATF to discuss timeline and other transition expectations
- Coordinated with Callan and ATF to ensure that legacy managers had appropriate instructions upon termination
- Worked with target managers to optimize buy lists around markets that were not open in the transition account/new manager accounts
- Coordinated with target managers to ensure that buy lists were properly received

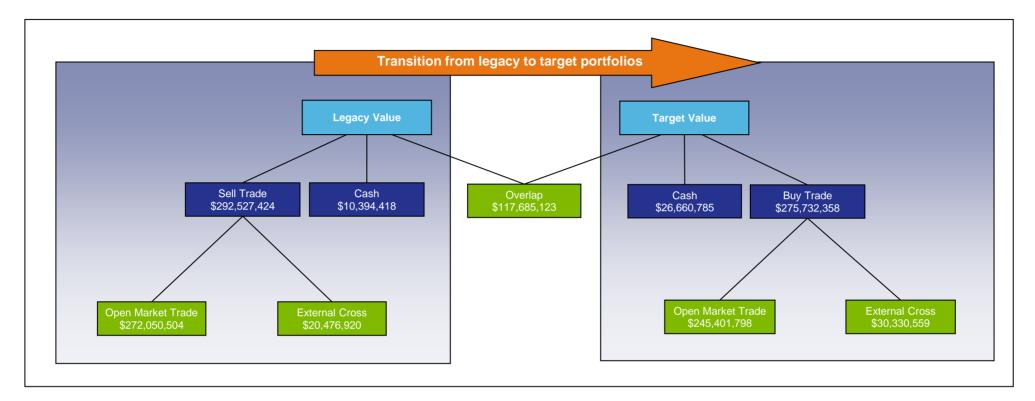
#### **Operational Risk**

What is it: Risk that operational details-such as account set up and reconciliation are over looked or delayed

#### How BlackRock addressed it:

- Monitored account to ensure all market trades settled
- Ensured the timely completion of asset transfers

The following schematic details the activity breakdown that took place when moving from the legacy to target portfolios.



The above results are aggregated in a table below and showed versus the projected activity breakdown on pre-transition analysis.

	Pre-Transition Estimate	_		Actual Results		Difference
	Trade Value	Total (%)		Trade Value	Total (%)	Total (%)
Overlap	239,666,656	29%	Overlap	235,370,246	29%	1%
External Cross	80,174,565	10%	External Cross	50,807,479	6%	-3%
Open Market Trade	515,584,784	62%	Open Market Trade	517,452,303	64%	3%
	835,426,005	100%		803,630,028	100%	0%

Implementation shortfall, as measured by the return of the transition account versus the return of the target portfolio from October 13 through October 21, was -0.38%.

Start Date End Date	10/13/2014 10/21/2014
Transition Assount	Return (%) 0.34%
Transition Account Target Portfolio	0.34%
Total Implementation Shortfall	-0.38%

#### Market Commentary (10/14)

#### Europe

European equity markets closed mixed to higher, having pared some of the earlier losses. Greece (5.7%) was the region's worst performer. Macro updates were under the spotlight with, notably, Germany ZEW investor sentiment and Eurozone industrial production widely missing expectations. The ZEW President Fuest commented that he cannot rule out negative growth in Q3, but downplayed concerns about a longer recession. Elsewhere, Catalonia decided against an independence referendum, but announced it would proceed with a "consultation of citizens" vote instead. Finally, the Irish Finance Ministry announced its 2015 budget, where changes to USC and income tax were among the main items, while the GDP growth forecast was revised up to 3.9%. Of note, the European Court of Justice began hearings on the legality of the ECB's OMT program, with no decision likely until next summer. Ireland +1.2%, Portugal +0.4%, Spain +0.3%, and Italy +0.2%.

#### Asia

Asian equity markets traded mixed. Markets traded broadly higher for most of the day before greater Chinese markets turned a corner late in the session. There was nothing specific cited for the turnaround in sentiment, as regional news flow was relatively quiet. There was some discussion that the Shanghai-Hong Kong stock connect could be delayed as a result of the pro-democracy protests in Hong Kong. However headlines surrounding the protests were subdued as it appears the standoff is coming to a close. There was some muted speculation on a rate cut from the Reserve Bank of India after a better-than-expected drop in prices seemed to compliment disappointing industrial production data. The Reserve Bank of Australia continued to attempt to talk down the currency, however the Aussie dollar strengthened vs the US dollar. Financials and resource plays were cited as driving the regional outperformance of the ASX.

#### US

A rebound in U.S. stocks faded late in the session as energy shares slid with the price of oil, snuffing out most of an earlier rally in benchmark indexes led by industrial companies, airlines and banks. The Standard & Poor's 500 Index ended the session up less than 0.2 percent at 1,877.74 at 4 p.m. in New York after earlier climbing as much as 1.3 percent. The measure is down 6.6 percent from its record on Sept. 18 and capped its worst three-day retreat since 2011. The Dow Jones Industrial Average lost 5.75 points, or less than 0.1 percent, to 16,315.32, wiping out a 143 point earlier gain. Energy shares in the S&P 500 lost 1.2 percent as a group and extended their retreat from a June record to more than 20 percent. West Texas Intermediate crude oil slid 4.5 percent to \$81.91 a barrel, the lowest price in more than two years, after the International Energy Agency said demand will expand this year at the slowest pace since 2009. Brent crude sank to the lowest since 2010. U.S. equities had lost almost \$744 billion in value since Oct. 8 amid concern that slower global growth could hurt America's economic recovery just as the Federal Reserve gauges when to raise interest rates. The previous day's selloff accelerated as airlines sank on Ebola concerns and energy shares plunged after Brent crude dropped to the lowest in almost four years. The S&P 500 closed below its 200-day average for the first time in two years the previous day and slid to the lowest level since May.

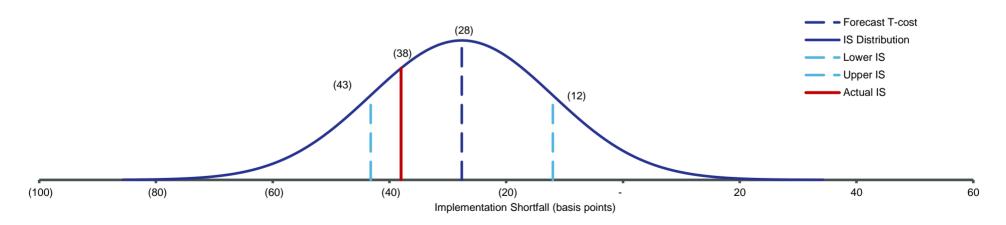
#### **Transition Costs**

Costs are broken down into their component parts in the tables and graphs below. Commissions and taxes are a known cost, whereas spread and market impact are estimates and opportunity cost acts as the balancing item. Opportunity cost is broken down further into (as relevant) gain or loss on security trades caused by market movements between the closing prices on the benchmark date and the time of execution.

<b>Pre-Transition Estimate</b>					<b>Actual Results</b>				Difference	
		USD		BPS	Sales	Buys	Total	Total (bps)	USD	BPS
Commission*		(271,596)		(6)	(126,148)	(122,352)	(248,500)	(6)	23,096	0
Tax		(405,960)		(9)	(23,824)	(319,044)	(342,868)	(8)	63,092	1
Spread		(160,642)		(4)	(77,479)	(87,608)	(165,087)	(4)	(4,445)	(0)
Market Impact		(371,221)		(8)	(138,837)	(236,763)	(375,600)	(9)	(4,379)	(0)
		(1,209,420)		(28)	(366,287)	(765,768)	(1,132,055)	(27)	77,364	1
Opportunity Costs		682,638		16	(1,803,505)	1,315,490	(488,015)	(12)		
Currency Costs							21,172	1		
Total Implementation Shortfall	From	(526,782)	From	(12)	(2,169,793)	549,722	(1,598,899)	(38)		
	То	(1,892,057)	То	(43)						

<sup>\*</sup> Refer to the Broker Trading Report and Revenue Transparency sections for more details.

#### Implementation Shortfall (IS) Distribution



## Top Positive Contributors to Shortfall

## Top Negative Contributors to Shortfall

Names	Securities Variance (USD)	Names	Securities Variance (USD)
MASTERCARD INC. CL A	83,329	TOKYO ELECTRON LTD.	(237,717)
SUMITOMO MITSUI FINANCIAL GROUP IN	82,971	CANADIAN NATIONAL RAILWAY COMPANY	(100,444)
IHI CORP.	82,250	TOYOTA MOTOR CORP.	(98,690)
RIO TINTO PLC	81,905	ING GROEP NV	(96,613)
KDDI CORP.	68,141	RYANAIR HOLDINGS PLC ADS	(95,934)
DAIKIN INDUSTRIES LTD.	64,229	SUMITOMO MITSUI TRUST HOLDINGS INC	(70,165)
HITACHI LTD.	63,973	RECKITT BENCKISER GROUP PLC	(57,442)
NGK INSULATORS LTD.	60,426	TOTAL S.A.	(50,079)
BAYER AG	58,973	SOFTBANK CORP.	(49,174)
SUNCOR ENERGY INC.	53,428	BANCO BILBAO VIZCAYA ARGENTARIA S.	(47,665)
Total	699,624	Total	(903,923)

Shortfall by Sector \*

Sectors	Net Transaction (USD)	Securities Variance (USD)
Consumer Discretionary	4,922,769	(402,504)
Consumer Staples	2,473,389	(71,946)
Energy	1,193,020	30,334
Financials	(23,735,289)	(323,594)
Health Care	(3,254,175)	(47,328)
Industrials	8,744,331	(173,787)
Information Technology	(4,951,389)	(175,325)
Materials	3,179,632	116,118
Telecommunication Services	(6,065,112)	19,473
Utilities	697,758	(144)
	(16,795,066)	(1,028,703)

<sup>\*</sup> The sector classifications used are sourced from Bloomberg.

Shortfall by Region

Total	(16,795,066)	(1,028,703)
US Equities	1,100,109	(30,340)
US Equities	1,150,139	(98,340)
UK Equities	675,541	(115,718)
Pacific Rim ex Japan Equities	(2,125,726)	(68,033)
Japanese Equities	(2,550,779)	(381,871)
European ex UK Equities	(25,774,355)	(305,213)
Emerging Equities	6,902,321	(23,798)
Canadian Equities	4,927,793	(35,730)
Regions	Net Transaction (USD)	Securities Variance (US

Shortfall by Currency

Currency	Net Transaction (USD)	Securities Variance (USD)
AUD	310,480	(9,919)
BRL	3,586,382	(32,948)
CAD	4,927,793	(35,730)
CHF	(20,473,579)	(114,479)
DKK	(6,692,498)	(9,938)
EUR	(476,719)	(96,200)
GBP	1,063,290	(129,257)
HKD	(5,560,748)	(58,422)
ILS	(241,163)	29,030
JPY	(2,550,779)	(381,871)
KRW	(433,544)	(9,727)
MXN	(671,226)	(9,339)
NOK	(681,398)	(7,694)
SEK	3,212,711	(52,156)
SGD	3,124,543	308
THB	2,383,715	(18,848)
TRY	1,227,538	6,829
USD	1,150,139	(98,340)
Total	(16,795,066)	(1,028,703)

Equity Brokers	Notional Amount	# of Shares	Commissions
BES-CITIGROUP GLOBAL MARKETS INC.	6,824,069	911,685	6,142
BES-CITIGROUP GLOBAL MARKETS LIMITED	992,836	103,037	447
BES-CREDIT SUISSE SECURITIES (EUROPE) L	2,834,538	154,389	1,276
BES-CREDIT SUISSE SECURITIES (USA) LLC	47,129,907	1,786,934	9,750
BES-DEUTSCHE BANK AG LONDON	842,810	24,200	379
BES-J.P. MORGAN SECURITIES LLC	307,191,053	19,872,125	139,178
BES-MERRILL LYNCH INTERNATIONAL	15,821,589	1,260,219	6,891
BES-MERRILL LYNCH, PIERCE, FENNER & SMI	5,991,802	407,418	2,696
BES-MORGAN STANLEY & CO LLC	109,040,532	10,162,625	49,164
BES-MORGAN STANLEY & CO. INTERNATIONAL	2,201,153	140,181	991
BES-UBS SECURITIES LLC	63,898,966	10,829,991	30,022
CITIGROUP GLOBAL MARKETS LIMITED	1,050,620	18,945	105
CITIGROUP GLOBAL MARKETS INC.	705,846	64,277	529
COWEN & COMPANY LLC	2,051,328	35,830	358
DEUTSCHE BANK AG LONDON	364,204	11,600	273
GOLDMAN SACHS INTERNATIONAL	377,957	23,999	283
ITG INC.	940,570	149,412	16

Currency Brokers	Notional Amount	Commissions
BANK OF NEW YORK MELLON	5,951,811	0
BANK OF NEW YORK MELLON CUSTODY	432,895	0
BNP PARIBAS SA	79,835,663	0
CITIBANK NA	860,803	0
STATE STREET BANK AND TRUST COMPANY	531,628	0

Total Commissions Paid 248,500

Transition Transparency Tool	BLK U.S. Transitions
Do you earn revenue by trading foreign exchange?	0
Do you earn revenue from internal crossing?	0
Do you earn revenue by acting in a principal capacity?	0
Do you receive revenue from an affiliate who acts in a principal capacity?	0
Do you earn revenue from order-flow payment, or participate in soft-dollar arrangements?	0
TOTAL HIDDEN REVENUE:	0
BLACKROCK AGENCY COMMISSIONS	246,934

Additionally, BlackRock-managed pooled fund products may be used during the restructuring with prior client consent. Such pooled fund products may also be inherited from a legacy portfolio or be purchased for a target strategy. In such instances, BlackRock will earn an investment management fee on any such product (which is not included above).

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